



Ecosystem Account Development, Senior Manager

Job description

As the Ecosystem Account Development Manager, you will be directly involved with the customer to develop new partnerships and engagement activities beyond traditional demand creation. Join a team of seasoned Sales Engineers to help grow our global footprint across the computing and IoT segments.

In your new role you will:

- **Ownership of partnership strategies with key large market cap customers and eco-system business units**
- Engage customer custom silicon activities, and become a Trusted Partner (focus on data center and AI)
- **Drive priorities across Infineon Divisions & BLs to secure support and to win Indirect & Disruptive design win and revenue opportunities**
- Revenue Enablement: win reference design awards, enable Infineon solutions for broad adoption
- Drive Disruption: influence customer roadmaps to the benefit of Infineon, establish early engagements, create co-branding opportunities
- Consolidate and provide concise roadmap inputs (HW & SW) for future product development that will align with key customer target applications/solutions
- **Establish Architectural Engagements:** intimate technology partnerships across critical areas (HMI, data center, security, AI, etc) by clarifying priorities, arranging appropriate support, securing executive sponsorship, & defining Value Proposition messages.

Profile

You are best equipped for this task if you have:

- Education BSEE or equivalent; MBA preferred
- **8+ years of semiconductor and/or hardware sales, account management, or business development**
- Experience working with Alphabet/Google, Amazon, Microsoft, and Facebook is a plus
- Strong understanding of data center/cloud/IoT applications and eco-systems
- Ability to demonstrate technical knowledge of the entire power map in data centers
- **Proven track record of defining potential, structuring strategies, and executing results**

At a glance

Location:

Job ID: **349898**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

Apply to this position online by following the URL and entering the Job ID in our job search:

Job ID: **349898**

www.infineon.com/jobs



- **Infineon Power & Sensor Systems (PSS) semiconductors play a vital role in enabling intelligent power management, smart sensitivity as well as fast and reliable data processing in an increasingly digitalized world.**

Our leading-edge power devices make chargers, adapters, power tools and lighting systems smarter, smaller, lighter, and more energy-efficient. Our trusted sensors increase the context sensitivity of “things” and systems such as HMI, and our RF chips power fast and reliable data communication.

– We drive leading-edge power management, sensing, and data transfer capabilities –

Why Us

Part of your life. Part of tomorrow.

Infineon is a world leader in semiconductor solutions that make life easier, safer, and greener. Our solutions for efficient energy management, smart mobility, and secure, seamless communications link the real and the digital world.

Infineon Technologies Americas Corp. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws. Applicants with questions about access or requiring a reasonable accommodation for any part of the application or hiring process should contact the Talent Network by phone at (408) 503-2194.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your onboarding documents .

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.

IMPORTANT NOTICE :

Infineon is requiring all new U.S. employees and contractors to be fully vaccinated against COVID-19. Full vaccination is defined as two weeks after both doses of a two-dose vaccine or two weeks since a single-dose vaccine has been administered. Anyone unable to be vaccinated, either because of a sincerely held religious belief or a medical condition or disability that prevents them from being vaccinated, can request a reasonable accommodation.

Infineon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infineon or any of our affiliates.

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